



#### UNITEDSTATES **SECURITIES AND EXCHANGE COMMISSION** Washington, D.C. 20549

**OMB APPROVAL** 

OMB Number: 3235-0123

February 28, 2010 Expires:

Estimated average burden

### ANNUAL AUDITED REPORMAN Proconstrugs per response..... 12.00 Section **FORM X-17A-5** PART III

FEB 2 9 2008

SEC FILE NUMBER

**8-** 66852

Washington, DC **FACING PAGE** Information Required of Brokers and Dealers Pursuant to Bection 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINN	NG_01/01/2007 AND E	NDING_12/31/200	37
	MM/DD/YY		MM/DD/YY
A.	REGISTRANT IDENTIFICATION		
NAME OF BROKER-DEALER: Panatt	oni Securities, Inc.		OFFICIAL USE ONLY
ADDRESS OF PRINCIPAL PLACE OF	BUSINESS: (Do not use P.O. Box No.)		FIRM I.D. NO.
8775 Folsom Boulevard, Suite 200			
	(No. and Street)	_	
Sacramento	California	95826	
(City)	(State)	(Zip C	ode)
NAME AND TELEPHONE NUMBER ( Frederick G. Ferrara	OF PERSON TO CONTACT IN REGARD T	O THIS REPORT	Γ 273-5585
		(Area	Code – Telephone Number
В. д	ACCOUNTANT IDENTIFICATION		
Tate, Propp, Beggs & Sugimoto	NT whose opinion is contained in this Repo	·	
	(Name - if individual, state last, first, middle n	ame)	
1545 River Park Drive, Suite 375	Sacramento	California	95815-4614
(Address)	(City)	(State)	(Zip Code)
CHECK ONE:		PR(	DCESSED R 2 4 2008
Certified Public Account	ant	MA	P 2 / 2000
☐ Public Accountant			
Accountant not resident i	n United States or any of its possessions.	JIH FIN	OMSON IANCIAL
	FOR OFFICIAL USE ONLY		

Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.

SEC 1410 (06-02)

<sup>\*</sup>Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

## OATH OR AFFIRMATION

I, Frederick G. Ferrara	, swear (or affirm) that, to the best of
my knowledge and belief the accompanyi Panattoni Securities, Inc.	ng financial statement and supporting schedules pertaining to the firm of
of December 31	, 20 07 are true and correct. I further swear (or affirm) that
neither the company nor any partner, pro classified solely as that of a customer, exc	prietor, principal officer or director has any proprietary interest in any account
AMY DYKSTRA Commission # 1542400 Notary Public - California Shasta County My Comm. Expires Jan 8, 2009	Signature Chief Compliance Officer Title
Any Dyksona Notary Public	
<ul> <li>☐ (f) Statement of Changes in Liabiliti</li> <li>☑ (g) Computation of Net Capital.</li> <li>☑ (h) Computation for Determination of Information Relating to the Posset</li> <li>☑ (j) A Reconciliation, including approximation for Determination of Computation for Determination of Computation for Determination of Computation.</li> <li>☑ (k) A Reconciliation between the audition consolidation.</li> <li>☑ (l) An Oath or Affirmation.</li> <li>☐ (m) A copy of the SIPC Supplementa</li> </ul>	al Condition. Iders' Equity or Partners' or Sole Proprietors' Capital. es Subordinated to Claims of Creditors.  of Reserve Requirements Pursuant to Rule 15c3-3. ession or Control Requirements Under Rule 15c3-3. opriate explanation of the Computation of Net Capital Under Rule 15c3-1 and the of the Reserve Requirements Under Exhibit A of Rule 15c3-3. dited and unaudited Statements of Financial Condition with respect to methods of

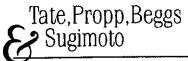
<sup>\*\*</sup>For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

# FINANCIAL STATEMENTS AND SUPPLEMENTARY INFORMATION

December 31, 2007 and 2006

## CONTENTS

INDEPENDENT AUDITORS' REPORT ON THE FINANCIAL STATEMENTS	Page 1
FINANCIAL STATEMENTS	
Statements of Financial Condition Statements of Income Statements of Changes in Stockholder's Equity Statements of Cash Flows Notes to Financial Statements	2 3 4 5 6 - 8
SUPPLEMENTARY INFORMATION	
Schedule I: Computation of Net Capital Under Rule 15c3-1 of the Securities and Exchange Commission	9 - 10
INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL REQUIRED BY SEC RULE 17a-5	11 - 12



CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

# INDEPENDENT AUDITORS' REPORT ON THE FINANCIAL STATEMENTS

To the Board of Directors Panattoni Securities, Inc. Sacramento, California

We have audited the accompanying statements of financial condition of Panattoni Securities, Inc. (the Company), as of December 31, 2007 and 2006, and the related statements of income, changes in stockholder's equity and cash flows for the years then ended that you are filing pursuant to

Rule 17a-5 under the Securities Exchange Act of 1934. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Panattoni Securities, Inc., as of December 31, 2007 and 2006, and the results of its operations and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in Schedule I is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by Rule 17a-5 under the Securities Exchange Act of 1934. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Take, Propp, Balls & Subjuto to An Accountancy Corporation

February 25, 2008
Sacramento, California
A Professional Corporation
1545 River Park Drive, Suite 375
Sacramento, CA 95815-4614

Phone (916) 929-1006 FAX (916) 929-0879 www.tpbs.com tpbs

# STATEMENTS OF FINANCIAL CONDITION December 31, 2007 and 2006

## **ASSETS**

Current Assets:	2007		2006		
Cash	\$	335,926	\$	288,938	
Accounts receivable		55,828		70,185	
Deposits		3,326		3,326	
Prepaid expenses		1,000	<del></del>	1,755	
Total current assets		396,080		364,204	
Property and equipment, net		5,536		9,557	
Total Assets	\$ 401,616		<u>\$</u>	373,761	
LIABILITIES AND STOCKHO  Current Liabilities: Accounts payable	\$	48,076	\$	96,790	
	æ	40.077	ď	06 700	
		·			
Stockholder's Equity:  Common stock, no par value, 10,000 shares					
authorized, 1,000 shares issued and outstanding		10,000		10,000	
Additional paid-in capital		220,000		210,000	
Retained earnings		123,540	<del>~</del>	56,971	
Total stockholder's equity		353,540	••••	276,971	
Total Liabilities and Stockholder's Equity	\$	401,616	\$	373,761	

# STATEMENTS OF INCOME For the Years Ended December 31, 2007 and 2006

	2007	2006	
Revenues:	,		
Fees and commissions	\$ 807,699	\$ 745,432	
Other income	51,239		
Total revenue	858,938	745,432	
Expenses:			
Consulting	62,615	54,297	
Continuing education	2,651	2,873	
Depreciation	4,021	4,021	
Fingerprinting expenses	290	56	
Employee benefits	23,797	7,547	
Legal and accounting	60,470	48,404	
Office supplies and expenses	50,815	83,896	
Payroll taxes and service	24,253	14,029	
Penalties and fines	508		
Postage and shipping	630	3,911	
Professional fees	110	•	
Professional privilege tax	1,600	-	
Registration fees	36,240	20,499	
Salaries and wages	321,152	249,667	
Computer consulting and supplies	10,037	1,055	
Taxes	9,173	800	
Travel and meals	4,007	11,281	
Total expenses	612,369	502,336	
Net income	\$ 246,569	\$ 243,096	

# STATEMENTS OF CHANGES IN STOCKHOLDER'S EQUITY For the Years Ended December 31, 2007 and 2006

	•	<b>a.</b> 1	<b>n</b>	Retained	Total	
		on Stock	Paid-In	Earnings	Stockholder's	
	Shares	Amount	Capital	(Deficit)	Equity	
Balance, December 31, 2005	1,000	\$ 10,000	\$ 210,000	\$ (16,125)	\$ 203,875	
Capital Contributions	-	-	-	-	-	
Distributions to stockholder	-	-	-	(170,000)	(170,000)	
Net income				243,096	243,096	
Balance, December 31, 2006	1,000	\$ 10,000	\$ 210,000	\$ 56,971	\$ 276,971	
Capital Contributions	-	-	10,000	-	10,000	
Distributions to stockholder	-	-	-	(180,000)	(180,000)	
Net income	<del>-</del>	<del></del>		246,569	246,569	
Balance, December 31, 2007	1,000	\$ 10,000	\$ 220,000	\$ 123,540	\$ 353,540	

# STATEMENTS OF CASH FLOWS For the Years Ended December 31, 2007 and 2006

		2007		2006	
Cash Flows from Operating Activities:	-		· · · · · · · · · · · · · · · · · · ·		
Cash received from customers	\$	873,295	\$	738,997	
Cash paid to vendors and employees	•	(647,134)		(405,484)	
Income taxes paid		(9,173)		(800)	
Net cash provided by operating activities		216,988		332,713	
Cash Flows from Financing Activities:					
Additional paid-in capital		10,000		-	
Distributions to stockholder		(180,000)		(170,000)	
Net cash used in financing activities	<del></del>	(170,000)		(170,000)	
Net increase in cash		46,988		162,713	
Cash, beginning of year		288,938		126,225	
Cash, end of year	\$	335,926	<u>\$</u>	288,938	
Reconciliation of Net Income to Net  Cash Provided by Operating Activities:  Net income  Adjustments to reconcile net income to net cash provided by operating activities:	\$	246,569	\$	243,096	
Depreciation		4,021		4,021	
(Increase) decrease in accounts receivable		14,357		(6,435)	
Decrease in prepaid expenses		755		-	
Increase (decrease) in accounts payable	<del></del>	(48,714)		92,031	
Net cash provided by operating activities	<u>\$</u>	216,988	_\$_	332,713	

# NOTES TO FINANCIAL STATEMENTS December 31, 2007 and 2006

#### NOTE 1: ORGANIZATION AND NATURE OF BUSINESS

Panattoni Securities, Inc., (the Company) was incorporated on July 12, 2004 in the State of California. The Company is a broker-dealer registered with the Securities and Exchange Commission (SEC) and is a member of the Financial Industry Regulatory Authority (FINRA). The Company has been formed to assist Panattoni Development Company, LLC (PDC), a California limited liability company, in the private placement of equity in real estate assets to be developed, owned, operated and sold by PDC. These private placement offerings are exempt from registration pursuant to Regulation D promulgated under the Securities Act of 1933. The Company does not engage in the underwriting of securities, retail brokerage, or securities custodial services.

On January 1, 2007 Panattoni Development Company, LLC acquired 100% of the Company's outstanding common stock making it the Company's sole shareholder.

#### NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Cash and Cash Equivalents

The Company maintains its cash in bank deposit accounts, which at times may exceed federally insured limits. The Company has not experienced any losses in such accounts.

#### Accounts Receivable

Management believes that all accounts receivable as December 31, 2007 are fully collectible; therefore, no allowance is recorded.

#### Property and Equipment

Property and equipment is stated at historical cost and the Company provides for depreciation over the estimated useful lives of the assets using the accelerated double declining balance method. The estimated lives of these assets range from 5 to 7 years.

Maintenance and repairs are charged to expense as incurred. Renewals and betterments, which extend the useful lives of assets, are capitalized.

#### S Corporation - Income Tax Status

The Company has elected S Corporation status for federal and state income tax purposes under Internal Revenue Code Section 1362 and California Revenue and Taxation Code Section 23801, respectively, whereby all items of income and expense flow through to the individual stockholders. The Company is, however, subject to the greater of a minimum state franchise tax or a 1½% state income tax.

# NOTES TO FINANCIAL STATEMENTS December 31, 2007 and 2006

#### NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### Estimates

The presentation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

#### Reclassifications

Certain items in the 2006 financial statements have been reclassified, with no effect on net income, to conform to the 2007 presentation.

#### NOTE 3: PROPERTY AND EQUIPMENT

Property and equipment as of December 31, 2007 and 2006 is summarized as follows:

		2007		2006		
Office furniture and equipment Less accumulated depreciation	\$	15,945 10,409	\$	15,945 6,388		
Property and equipment, net	<u>\$</u>	5,536	\$	9,557		

Depreciation expense relating to property and equipment was \$4,021 and \$4,020 for the years ended December 31, 2007 and 2006, respectively.

#### NOTE 4: OPERATING AND ADMINISTRATIVE EXPENSES

On January 1, 2007, the Company entered into an office and administrative services agreement with Panattoni Development Company, LLC (PDC), the Company's sole shareholder. Under the terms of the agreement, the Company will receive all management and back office services required other than direct services. Certain overhead expenses of the Company will be paid by PDC including but not limited to payroll, employee benefit administration, insurance, rent, utilities, taxes, phone and internet. The terms of the agreement provide for an initial term of one year, renewed automatically for successive one-year terms. The Company had a balance payable to PDC in the amount of \$40,717 at December 31, 2007.

# NOTES TO FINANCIAL STATEMENTS December 31, 2007 and 2006

#### NOTE 5: REVENUE SOURCE CONCENTRATION

The Company exclusively sells securities for real estate assets developed, owned, operated and sold by Panattoni Development Company, LLC (PDC). All of the Company's business is obtained through referrals from PDC. Thus, the Company's revenue is dependent on continued referrals and real estate projects from PDC.

# SUPPLEMENTARY INFORMATION

## SCHEDULE I -

# COMPUTATION OF NET CAPITAL UNDER RULE 15c3-1 OF THE SECURITIES AND EXCHANGE COMMISSION December 31, 2007

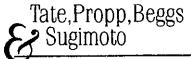
Net capital requirement, the greater of: 6-2/3% of aggregate indebtedness Minimum dollar requirement	\$ 3,205 5,000	\$	5,000
Net capital			287,850
Excess net capital		\$	282,850
Aggregate indebtedness Excess net capital at 100% (net capital, less 10% aggregated indebtedness) Ratio of aggregate indebtedness to net capital Ratio of subordinated indebtedness to debt/equity total	\$ 48,076 283,042 16.70% N/A		
120% of required net capital		\$	6,000
Net capital in excess of 120% of required net capital		\$	281,850
Total assets Less: total liabilities Net worth		\$ _\$	401,616 48,076 353,540
Deductions from and/or charges to net worth:  Total non-allowable assets Other deductions or charges Excess fidelity bond deductible Total deductions from and/or charges to net worth	\$ 65,690 - -		65,690_
Net capital before haircuts on securities positions		\$	287,850
Haircuts on: Certificates of deposit and commercial paper U.S. and Canadian government obligations State and municipal government obligations Corporate obligations Stocks and warrants Options Arbitrage Other securities Other positions Undue concentrations Total haircuts	\$ 		_
Net capital		\$	287,850

# SCHEDULE I COMPUTATION OF NET CAPITAL UNDER RULE 15c3-1 OF THE SECURITIES AND EXCHANGE COMMISSION December 31, 2007

Non-allowable assets:	
Accounts receivable	\$ 55,828
Deposits	3,326
Prepaid expenses	1,000
Property and equipment, net	 5,536
Total non-allowable assets	\$ 65,690
Other deductions or charges:	
Fidelity bond deductible:	
Minimum net capital requirement	\$ 5,000
Fidelity bond coverage requirement	\$ 6,000
Fidelity bond deductible allowed *	\$ 5,000
Fidelity bond deductible	\$ 5,000
Excess fidelity bond deductible	\$ -
* greater of (i) 10% of amount of coverage required or (ii) \$5,000	
Net capital as shown on the Focus IIA Report, as of December 31, 2007	\$ 283,133
Plus: Consulting fees payable	4,717
Net capital as shown on the annual audit	\$ 287,850

#### NOTES TO SCHEDULE I

A computation for determination of reserve requirements pursuant to Rule 15c3-3 as specified by Rule 17a-5(d)(3) and information relating to possession or control of securities as specified by Rule 15c3-3 and Rule 17a-5(d)(3) were both omitted and are not required as the Company operates pursuant to the exemptive provisions or SEC Rule 15c3-3(k)(2)(i). The Company does not hold customer funds or securities.



CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

# INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL REQUIRED BY SEC RULE 17a-5

To the Board of Directors Panattoni Securities, Inc. Sacramento, California

In planning and performing our audit of the financial statements of Panattoni Securities, Inc., (the Company), as of and for the year ended December 31, 2007 in accordance with auditing standards generally accepted in the United States of America, we considered the Company's internal control over financial reporting (internal control) as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, we do not express an opinion on the effectiveness of the Company's internal control.

Also, as required by Rule 17a-5(g)(1) of the Securities and Exchange Commission (SEC), we have made a study of the practices and procedures followed by the Company including consideration of control activities for safeguarding securities. This study included tests of such practices and procedures that we considered relevant to the objectives stated in Rule 17a-5(g) in making the periodic computations of aggregate indebtedness (or aggregated debits) and net capital under Rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of Rule 15c3-3. Because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company in any of the following:

- 1. Making quarterly securities examinations, counts, verifications, and comparisons and recordation of differences required by Rule 17a-13
- Complying with the requirements for prompt payment for securities under Section 8
  of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve
  System
- 3. Obtaining and maintaining physical possession or control of all fully paid and excess margin securities of customers as required by Rule 15c3-3

To the Board of Directors Panattoni Securities, Inc. Page 2

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of controls and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the SEC's above-mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable but not absolute assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in conformity with generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in internal control and the practices and procedures referred to above, error or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

A control deficiency exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect misstatements on a timely basis. A significant deficiency is a control deficiency, or combination of control deficiencies, that adversely affects the entity's ability to initiate, authorize, record, process, or report financial data reliably in accordance with generally accepted accounting principles such that there is more than a remote likelihood that a misstatement of the entity's financial statements that is more than inconsequential will not be prevented or detected by the entity's internal control.

A material weakness is a significant deficiency, or combination of significant deficiencies, that results in more than a remote likelihood that a material misstatement of the financial statements will not be prevented or detected by the entity's internal control.

Our consideration of internal control was for the limited purpose described in the first and second paragraphs and would not necessarily identify all deficiencies in internal control that might be material weaknesses. We did not identify any deficiencies in internal control and control activities for safeguarding securities that we consider to be material weaknesses, as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures, as described in the second paragraph of this report, were adequate at December 31, 2007, to meet the SEC's objectives.

To the Board of Directors Panattoni Securities, Inc. Page 3

This report is intended solely for the information and use of the Board of Directors, management, the SEC, and other regulatory agencies that rely on Rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and is not intended to be and should not be used by anyone other than these specified parties.

TAKE, PROPP, BEECES & SUGIMOTO

An Accountancy Corporation

February 25, 2008 Sacramento, California

tpbs tpbs